



## COLORADO

### Division of Capital Assets

State Fleet Management

1001 E. 62<sup>nd</sup> Ave. A-18  
Denver, CO 80216

## State of Colorado Telematics Facts and Installation Options

### Important facts to be aware of before placing your order for Geotab Telematics:

The cost of the Sprint/Geotab Telematics service is \$18.25 per month, per vehicle and will be billed directly to each Department. There is an additional cost to install the Geotab device, which will also be billed directly to the Department where the vehicles are assigned. However, if your agency is purchasing the service to comply with the [DOT ELD mandate](#), the installation fees will be paid by State Fleet. In this scenario, you must contact the Fleet Call Center and request a P.O. Number **before** the actual installation (303) 866-5566.

The installation of a Geotab Telematics device in a State of Colorado Fleet vehicle must be performed by an Authorized Geotab Installer following [Geotab's installation documentation](#). Therefore, installations are limited to the five installer options listed below (1-5).

The Delivery Order (DO) for the Sprint/Geotab Telematics solution should be written on a fiscal year basis and will only include the Telematics service. Even though the DO for the Telematics solution will not include installation costs, please verify that your budget allows for the cost of both the installation and the 12 months of service for each vehicle that you intend to purchase the service for.

Each agency has the option to discontinue Geotab Telematics service at any time. However, once a Geotab device has been disconnected from service, it can no longer be used. So, if the Department discontinues the Telematics service and decides to resume service at a later date, a new Geotab device will need to be installed and the Department will be responsible for the additional installation costs. An alternative solution is to put a device in suspended mode. There is a monthly fee of \$4.00 per device to keep it in suspended mode, but service can resume without the need for a new device to be installed.

### Agencies can choose from the following installers:

#### 1.) Warren Installations

Colorado RFP Pricing	
Product	USA Price
Geotab w/T-Harness Install (1-3 per visit)	\$125.00
Geotab w/T-Harness Install (4+ per visit)	\$85.00
Geotab w T-Harness Install (25+ per visit)	\$65.00
Geotab Removal	\$75.00
Existing Device Removal during Install	\$45.00
GPS Lockbox Tablet mount with Install	\$45.00
NFC Card Reader Install	\$85.00
NFC Card Reader Add-On with Geotab Install	\$25.00
Service/Repair Call for Geotab Equipment	\$125.00
Trip Charge up to 50 miles roundtrip from technician to shop location	\$50.00
Trip Charge over 50 miles roundtrip from technician to shop locations	\$.58/mile
Contact: LaTonya Garcia 717-517-9321 <a href="mailto:latonyag@warreninstall.com">latonyag@warreninstall.com</a> <a href="mailto:jobrequest@warreninstall.com">jobrequest@warreninstall.com</a> <a href="mailto:billing@warreninstall.com">billing@warreninstall.com</a>	

## 2.) Sawatch Labs<sup>1</sup>

Hardware	Location		
	Denver Metro Area	Hours from Denver	
		1-2 Hours	2+ Hours <sup>2</sup>
Geotab GO9	\$65/device	\$65/device plus mileage	\$65/device plus mileage; lodging costs determined on a per project basis.
Mileage Rate	N/A	\$0.58/mile	\$0.58/mile
Removal of Existing Telematics Devices <sup>3</sup>	\$35/device		
Notes:			
<p>1. The costs in the table above are for 5 or more installations occurring at the same location and same time. If there are fewer than 5 installs at a location or more than 1 location in a day, an additional trip charge of \$50 is assessed. This pricing applies to on-road vehicles; pricing for device installations for off-road, utility vehicles, and/or heavy equipment will be determined on a per project basis.</p> <p>2. For installs at locations that are farther than 2 hours from Denver, Sawatch Labs will work with the client to scope out additional labor and lodging costs as required to complete the requested installation.</p> <p>3. The costs for removing existing telematics devices is based on the removal occurring at the same time as installation of a new Geotab device. For removals that occur separate from an installation, Sawatch Labs will work with the client to determine any additional labor costs associated with these additional site visits. There is no cost for removing existing Geotab devices that were installed by Sawatch for the NREL project.</p> <p>4. No Show Fees, if applicable, which may include travel and labor. No Show Fees include the following:</p> <ul style="list-style-type: none"><li>• Cancellation within 24 hours of appointment.</li><li>• Insufficient equipment to complete the install.</li><li>• Inoperable equipment or vehicle.</li><li>• Vehicle or equipment not on site at scheduled time.</li><li>• Wait time of more than 30 minutes between vehicles may be assessed a rate of \$50 per 30 minute increments</li></ul>			
Contact: Ryan Daley 303-999-8866 <a href="mailto:daley@sawatchlabs.com">daley@sawatchlabs.com</a> Sarah Booth 303-242-4154 <a href="mailto:booth@sawatchlabs.com">booth@sawatchlabs.com</a>			

## 3.) Orbital Installation Technologies

Orbital Installation Technologies	Quantity	At State Site	At Installer Site
GO Device only	1-5	\$75.00	\$65.00
	6-10	\$70.00	\$60.00
	11-50	\$65.00	\$60.00
	51-100	\$60.00	\$55.00
	101+	\$55.00	\$45.00
GO Device + Flex AT	1-5	\$115.00	\$105.00
	6-10	\$110.00	\$100.00
	11-50	\$105.00	\$100.00
	51-100	\$100.00	\$95.00
	101+	\$90.00	\$85.00
Service Call	1-5	\$75.00	\$65.00
	6-10	\$70.00	\$60.00
	11-50	\$65.00	\$60.00
	51-100	\$50.00	\$45.00
	101+	\$45.00	\$40.00
Remove any current device	1-5	\$45.00	\$40.00
	6-10	\$40.00	\$35.00
	11-50	\$35.00	\$30.00
	51-100	\$30.00	\$25.00
	101+	\$20.00	\$15.00
<b>Contact: Ryan Scharnowske 317-774-3668, <a href="mailto:ryan@orbitalinstalls.com">ryan@orbitalinstalls.com</a></b>			

#### 4.) Velociti

Velociti	Quantity	At State Site
GO Device + harness	1-90	\$75.00
Contact: Dave Lueck 913-217-3075 <a href="mailto:dave.lueck@velociti.com">dave.lueck@velociti.com</a>		

- 5.) A Certified State Garage that is also an [Authorized Geotab Installer](#). It is the agencies responsibility to verify that the Certified State Garage is an Authorized Geotab Installer.